

In the ranks of labor, in the corps of hospital nurses, in the pulpits, in the tenement houses, are many genuine martyrs who are never heard of, thousands of them. They do not offer their all in jail or on scaffold, but their work has its beneficent effect upon the whole human family.

The fellow who merely "seeks the bubble reputation in the cannon's mouth" is rarely long remembered or strongly loved, after the cannon goes off. Reputation is what the people think of you. There is nothing more changeable than the people's thinking. It is deeds that live.

THE LESSON WE, TOO, MUST LEARN

Some time ago, in Philadelphia, when sweet potatoes were selling, retail, at \$6 a barrel, Robert C. Wright, freight traffic agent of the Pennsylvania Railroad, bought a barrel in Delaware for \$1.40, shipped it to the city at a freight cost of 35 cents, and for 25 cents had the barrel delivered in his cellar, where it represented an outlay of \$2, one-third of the retail market price.

Here, it will be seen, the services and the toll of middlemen were entirely cut out. But—

Wright had a cellar. And presumably he traveled to Delaware on company time and a pass.

Most city homes today lack cellars. Which means that the home manager can't buy in quantity when provisions are cheapest and store away a reserve, but must buy from hand to mouth. Hence the need of storage warehouses and middlemen. Also, most home managers have to travel on their own time and pay full fare.

In Philadelphia, as in many other cities, there is talk of establishing a farm bureau, through which groups of householders wishing country produce may buy co-operatively, at a saving over present methods.

The problem is seen to be one of vital consequences to the city's welfare, since living's present high cost breeds innumerable evils. And many groups, such as bankers, merchants and humanitarians, are willing to work some distance together in the effort to solve it.

They are, however, met at every turn by the opposition of business interests having a profit stake in the present highly complicated and costly arrangement. One man's meat is another man's poison.

And they are also faced by the fact that such a bureau won't run itself, but, to have a chance of success, must be managed with skill, and skill costs. The minute the overhead charges begin, the saving starts to vanish.

This thing has been done better elsewhere. The co-operative societies of Great Britain are largely successful and the profit they make is divided among shareholders and consumers, comparatively little going to overhead expense.

A co-operative bakery in Ghent, Belgium, started 33 years ago, has succeeded so well that out of the compounded profits it not only gives credit to members overtaken by adversity, supplies free medical service to its sick and insures against death and casualty, but also maintains a fine people's palace or social center, with lectures, games, concerts, picture shows, theater, and light refreshments at trifling cost; and has extended its co-operative service to include most of the necessities of life. Throughout Belgium it has 204 imitators, and the movement is spreading rapidly throughout mid-Europe.

Isn't it true, then, that the way to lower living costs here is to get more folks doing productive work and fewer living on their backs?